## Weekentive FINANCIAL TIMES

$=\square$

Republican rivals
stake claim to be stake claim to be
next US president


 Franco Theitaom anomaned astiged move to
 Warning to London Stack Exchange: Th
 ex. Page 22

 rall gun, Page 9
Wall St dents earty rise in UK stocks: Anther FT-SE $100^{\circ}$ Index - Another volatile opentize Hounty movements
3,740 $\quad \begin{aligned} & \text { abie dent to an eartite }\end{aligned}$ $\begin{array}{ll}\text { 3,720 } & \text { Onaws cose }\end{array}$ hhen ffel sharply to shou
40-point fall an hour after London closed $A t$
the end of an erratic ses.
slon in
 oints as the US budget deatlocck unnerveed interna inal investors while the FT-SE 100 registered
12a fall
London Stocks, Page 19; World stocks.
close race predkctad in Portugad poff: close finish tomorrow after conservative candidatie Anibal Cavaco Silva narrowed the early lead
held by his sociallst tival dorge Sarnpaio. Page 2 Hajor reburts Thatchors's critccesman: UKG warring Conservative party together by rebuffing a Thatcher. Page 22; Thatcher's crown prince Iouners, Page 4; Editorial Comment, Page 8 Now settack for Gonzalozs Spanish prime as a "dirty war" inquiry closed in on a former cabi-
rria agrees to more peaco talks: Syria eamm and to hold a new round of peace talks with taly faces election decislon: hall's political eforming goverament or tighting earily elections
 xtro demand pusshed up oh price: A Aharp ith lower than expected increases in supply, are spponsible lor Pusuming up prics, says the Interna tional Enenyy Agency. Page 3
 er cent to 8.75 per cenn. Page 2
Kmart's dobt rating towerod Stuugging US os junk bend status by Standard \& Poor's. the US ting agency. Page
 Top cricket umpire to retirge Dicke Bird is to Beth Test in a 2 -year international career when
England play lndia at Lord's in June.
 For customer service and Frankfur
69) 15685150

Russia aims to regain status as great power

| By Chrystia Freeland in Moscow |  |
| :---: | :---: |
|  |  |
|  | the |
| a |  |
|  |  |
| be to strengthen Rrussia's status | Ho |
|  |  |
| confirm fears the |  |
|  |  |
| before this week's cabinet shur- |  |
| ne, will usher in a chillier |  |
|  |  |
| , |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |

[^0]

## Swedish sleaze

 row dents image of ruling party

Spain to sell more of stake in Repsol
 <br> \section*{} <br> \section*{}se

French network of insurance agents set for radical shake-up

| By Anctow deak th Paris | dently witb unlimited | more easily to mer |
| :---: | :---: | :---: |
|  |  |  |
|  | tbem a monopol |  |
|  |  |  |
|  |  |  |
| sale |  |  |
|  | are expected to be made much | France - such as for cars and |
| The leading inswance compe |  | house conte |
|  |  |  |
|  |  |  |
|  |  |  |
| most fundamental reform | they |  |
| relations in more than 45 years. | dependent on proitabiuty, |  |
| agent, which has extsted for more |  | However |
| ana a century, is a F | assets by becomimg incurporated. | Continued |

For a taste of how the most substantial private investors are treated, put $\mathbf{8 1 0 , 0 0 0}$ in The Mercury International Portfolio

efficient structure of an tele of Man

## Serbs drop threat of Sarajevo exodus



## Prospect of Italian poll moves closer

##     me of tixisisione     

 onity and





 domine onimumist Pos


 Mit Palem fiticiced isin subititg orsolition隹

 and








## France Télécom to join the Internet


 Cable and Wireless of the UK. Hieav Franes Teftecom wiiln bee
able to pay a llat rate monthly ble to pay a lat rate monthiy
ubser wipion w while occasional
abe able to pay by the
 link the entire country to


## Corsica separatists offer 3-month truce

| Andrew Jack in Paris |  |  | departments or administrative region |
| :---: | :---: | :---: | :---: |
|  |  |  |  |
| separatist groups yesterday |  |  |  |
|  |  |  |  |
|  |  |  |  |
| greater automomy. |  |  |  |
|  |  |  |  |
| allegiance to the "historic wing" of th |  |  |  |
|  |  |  |  |
| thon Front, |  |  |  |

## INTERNATIONAL NEWS'DIGES

## Gaidar offers

## to be hostage

 yesterday in the hostage crisis in and, accorting to Russian
deend embarrased the Kremlin and
oficilas, left at teast 20 people dead,


 the Russiinn news agency.
The forf followed reports that $M r$ Salman Raduyev, the
the raid earrier this week had said he would release them if they were enplaced by leading Russian poititicians. In addition to Mr
Gaidar, the gumman also named Mr Grigory Yevininsk. whose reformist t party came fourth in the December pariliamentary
ballot, and Mr Alexander Lebed, e former general turred
 mprintable, "Mr Lebebes ssies on on Rusiastory. TV. My reaction is


## German tax revenue falls






 DM5020n to be met sprongigh on bew borrowings compared with

Spain cuts rates again


South Africa strike cancelled

 Thursday with government wimisters Government officials insisted yesterday that the restructuring plans were ssition on coursed hut Chat Cosetu's decision
to call off next week's strike suggests that it may have won Lo call of next werk's strike suggests that it may have won
mimpartant concessions and achieved a hikger role in deciding the fature of state industries.
 Colombia drug chief escapes Jose Santacruz Londono, one of the world's most important
drug trafficers, escaped throngha a oneway mitror from a drus traffickers, excaped dhrongh a oneway yirror from a
marimum secrity prison in Bogota only six months after
 reserrvact for was visition legarenal officioids on Thumsday afternoon.
 proseculor hirough the one-way mirror. After the prosecutor
han leftin his car an identical vehicl returned to the prison
to pick up Santacruzu, who seems to have removed the mirror and stepped throrugh, the trame to treedom



Taiwan gains tax dropped
 amarket investors. The body also voted to te keep the share
transaction tax at its existhng level of 0.3 per cent. Share prices piugged 67 per cent it the tollowing trading
session after opposition legishtors on January 4 passed
 CDU, SPD in Berlin coalition Bercin's conservative Christian Democrats (CDUU and the
Social Democrats (SPP) ended three months of negotiation
Spenter
 touryear term,



Indonesia police probe bank


 been repar

## Syria shows stronger commitment to peace talks



## EU defends ban

 on beef treated with hormones| ay de Jonquiere | A conference of international sclentists convened by the |
| :---: | :---: |
| The European Commission yesterday defencied the EU's ban on hormone-treated beef the US, saying removal of the curb would alarm consumers and risk destabilising the market. | n Commisston last |
|  | month endors |
|  | sion, which found no evidence |
|  | that hormones in beef dam- |
|  | aged health, provided they |
|  | 通 |
|  | The use of hormones was |
|  |  |
| he planned to lodge | culture 0 |
| int to the World Trade | meeting of coder Almentar- |
| Organisation against the ban, |  |
| nsatlantic trade rows since | The Commission recently |
| it was introduced seven years | proposed tightening the har- |
|  | mone ban, |
| he Commission would |  |
| d |  |
| . | EU Eovermments, the Eurropean |
| it discussions between Mr | Pariliament and conaumer |
| Fis |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
| EU has offerered |  |
|  |  |
|  |  |
| ing from scienisss asked the |  |
|  | st rale within 90 |
|  |  |

Sun goes
down on
imitation imitatio
Tequila

## 元

 requila, thecectus-based spirit
potent
winch
 rking ont detalis of of sub mid
coc
oro
ori
or

Samaritan vote will be good for Arafat
Julian Ozanne reports from Nablus on why a tiny community matters to the PLO leader


## Washington's new trade policy voice

 demand, some bulk producere
have been tetaptede to maix
hcreasting amounts of sugar
canespyirit with agave-lion
Producers of rands have fonght mathonowhin

By Nancy Dunne
in Washington

standards for Tegulat one
which is produced with 100
per cent tiut agave, which can
Tetail for more than sican a
bottle, amd lower cost brands
Which must nevertheless
nowtain
ountain at least si pi per cerrt
blue agave to call themselves
Tequila
 twothirds of MM Mico's
t5m-litre production in 1995
weat abroan.

## Demand

| By Robert Cordine <br> A sharp rise in oil demand at with lower than expected increases in supply, are resporsible for pushing np prices. Energy Agency. <br> The IEA, which monitors oil Industry trends on hehalf of tries, said demand was particularly buoyant among members of the Organisation for Ecoopment In the final quarter of the year it reached 41.7m bar- rels a day, 2.5 per cent up on a rels a a day, 2.5 per cent up on a year aerier. The agency's monthly on terday attributes much of the rise to the very cold weather. of crude oil in the US were comparatively low. North American stocks at the end of November were 68 m barrels |
| :---: |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |



## Malion bandes 350 : 

 Commerce Department is not

price


## Floods threaten Jakarta's big expansion plan



$\qquad$




$\qquad$


> With HSBC TESSA Plus the only way is up.

## 

HSBC TESSA Plus is $n$ new kind nf TESSA thnt Thassi, plus much more:

- Interest is guoronted to be ot least $5 \%$ p.0.
- After 5 years investors receive n bonus
linked to stockmorket performance up to o
- Invasl belween $£ 3,000$ nnd $£ 9,000$ os
new occount or by tronsferling ony existing

TESSA of meturity.
Don't sertle for less. Ask your finnnciol advisa
FREEPHONE 0800289505 E
HSBC Asset Managemen


Stock Exchange Consultation paper on trading reflects continuing erosion of privileges of marketmaking

## Options for order-driven system published


The London Stack Rxciange must

 sets deeelomentent. spoctore of mar-
exchange publisished a consus exchange publishes a conssultation
document
marketanaking propsoals to rystern the used to trade the shares of large UK companies in
the London market. He said it was


rence's apparent support far a bybid
Kas one reason for discontent bout
him amons the largest of he he was ane reason for discontent about
him among the largest of he
exchange's members. exchange's members.
However, pmarketmakers are
increasings wiling to accept an
orderdriven system for all Uk stocks
 safeguards to enhere ebtatin bocough
ing. krow
ind as "upstairs" trading in
 Mr Vardes believed a reformed
trading system coulbe implemented
in August but marketmakern hed
argued that it will take a year to
prepare fully for the change.

## UK NEWS DIGEST

Dublin firm on all-party talks for N Ireland


 op by the London and Dubling governments to find a way
around the mpasse over the IRAs refusal to start decommis






## UN criticises refugee plans

 on the treatanent of reftrge.
ing to the United Nations.


 United Kingdom to meet its regional and internatuonal treaty
obligations. It acaims he mesurres. which could leas to
refugee children being dented beneetis, would place the tK
 squarely in tiolatlon" of obbicia
tion oo the Rights of the Curld
 secretary, and faces a close vote in a Commons debate liter
Jomes this month, Wistminster
Stressed managers 'go missing'
 carried out by a leading UK charltt. Research by the National Misssing Persons Hepline found
that the Incidence of missing people was greatest amoog men

 reported between 1993 and 1995.
Some 38 per ceot of th
 men. The charity said middlearged men wera going grisising as
a drect result of being unable to cope with financtal or work

Glaxo abandons tax dispute


 Court of Appaal upheld the Revenue's powers to look at these
"open years" - in Claxo's sace before 13s6. Magazine seeks protection The New Statesman the loss-making left-ofcentre poltical
weeky magazine is to seek the right to go mito administration
on Monday. on Monday.
The directors of The Statesman and National Publishing,
company dedcded alast month to seek an administration order,
partiy to protect the company partly to protect the company from creditors but mainiy to
allow a fivanciar reconstruction to goabed.
lide Independent trusteess, who have the right to

 Contracts
 Madina water transmission network for Medina in Saudi
Arabis amd other pars of the western province. The contract was awarded to InduSoff Projects, a computer systems integra
tor, and ILC Consuth, a software house.
Cbemeal wartare dotector Graseby Dynamics, a subsidiary the Grasehy electrowics instruments group, sas been awarded
a contract worth nearly flum from the US armu for a system
that detects harnfol chemicals in the atwosphere.



Michael Portillo: an ardent Eurosceptic thougbt by some
admirers to let vanity get in the way of good jndgunent too offeu
Ireland may ask EU court to foil nuclear dump

| By Chris Tighe <br> in Newcastle upon Tyne |  |
| :---: | :---: |
| The sovernment of |  |
|  |  |
| bl |  |
|  | g |
| industry's waste company |  |
| develop a $£ 23 \mathrm{bm}(\$ 3.1 \mathrm{lbn}$ ) under | permission |
|  | Sella |
| in n |  |
| the irish sea. | Mr Stage said th |
| He's min |  |
| nuclear sadety and radiation |  |
|  |  |
|  |  |
|  | existing |
|  |  |
| t |  |
|  |  |
|  |  |
| the proposed | atio |
|  | RCF, it argues, is |
|  | rex confirmed that |
|  |  |
|  |  |
|  |  |
|  |  |
|  | would cilinte and disperse it |
|  |  |
| international law by fo |  |
|  |  |
| coast without first folly |  |

## Trucks lead upsurge in vehicle sales

|  |  |  |
| :---: | :---: | :---: |
|  |  |  |
|  |  |  |
|  |  |  |
| tme |  | 2m.a |
| Heare nematas | \% |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |

## Tax snag over Granada's special dividend <br>  <br> 

## Buyers eye up Forte's London

 hotels

## 'Much larger'

 Dawson down at $\mathbf{£ 3 . 5 m}$



 sitioe shares rose 1200 to OS had been successfluly inte
 interest costs of reeant t carais

 sidi-1996


 payabie
sbare of
f3.1.1p (


Former Manweb chief joins Midland buys CU Welsh Water to run Swalec life stake for $£ 50 \mathrm{~m}$

| Peggy Hollinger | ${ }^{\text {pany }}$ w |  |
| :---: | :---: | :---: |
| Mr Johm Roberts, the fir | Hawser, "and John |  |
|  | Mr Bob |  |
| compan's's fiercely | executive of Swalec and an |  |
| ed | Executive | - |
| Welsh Water. | an 18-month roling contract |  |
| Mr Roberts, described by one | although his salary has not |  |
| 俍 in among all the grey- |  |  |
| has been recruited | whole worting iife at Man |  |
| nth | rising fro |  |
| Weelsh | exe |  |
|  | core ntility was well recceived |  |
| Mr Graha | hy a market disappointed by |  |
| ex | the se |  |
| would answer the market'a | Und |  |
| fears not have the expertise to | Water on the aavings from |  |
| rum an lecectricity yroup. "Man- | merging water and electricity companies. | John Roberts: move will calm |











Pechiney to sue UCM Morgan Stanley reshuffle
after acquisition talks fail ay Tim Burt


By John Capper,
Banking
Eartor Morgan Stanley, the US
investment baink; vesterday
 for Europe, moving back to
tore US after a four year
tenure. tenure. .arra, the British co-chief
executive and head of fixed
income in Eorope, hecomes



## Bull takes majority in Cara

## Disney spends $\mathbf{f 8 0 m}$ on UK HQ


ismey, the US entertaimment Sourcies close to the deal conn of he contre West property development in London for just
nuder sponm from Hypo Bank,
he German mortgage bank
 is sell. Hypo Bank confirmed itit
is the Hammersmith

|  |
| :---: |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |





## BOC directors' bonus schemes 'need reform'



Concentration on its core footwexr activities follouing the sale
of its remaining European textile interests in July helped
Hi-Tec Sports return to the black at the interim stage




 trory redactitions.
Ovales dr
 Sage chairman sells 1 m shares
 shares about 15 per cent of his personal boldidg.
tor Goidman - who indicated to December that he intende
to become not-executive chairnan in March to become non-executive chairman in March - said the
money yould be tused to buy a London property and for other
personal
 Tomkins completes US bid talks
 componentrs subsidiary.
Althourh her he hop hroup to sign contracts before
the end of last year it said some techntcal issues remained to be ensolved. The fanily owners of Cates chose Tomkins as a

Squeeze on margins hits French
Frenche the ewrrain stying and home accessories company, The company hilamed the fall on depressed margins caused
hy higher prices for raw materials. althoueh cost savings and mprovements in porrchasing helped soften the impact. Results

Global buys for up to $\mathbf{£ 2 . 4 m}$

 art inanced by a placing to rabise

Gartmore venture capital trust


 which cuna winlly be managesed by Gartuore Private Capital.
nantly in unquoted companies.

## In Brief

B BICC is to buy the mhority holdings to BICC Phimps for FiRSTBUS has bought a 20 per cent equity stake in Main-
ne Partership, a South Yorkshire bus operator, from Stage
 Mainline deferrres shares. GATRS ( Abbey for RS3m crash it will use the proceeds to reduce debt I MDIS is selling a freeeoled



Argos margins held as
Christmas sales rise

|  |
| :---: |
| Argos, the catalogue retailer. yesterday confirmed that had enjoyed one of the best Christmas performances of any retailer with total sales up 14 per cent in the five weeks to Christmas, and like-for-like sales up 8 per cent. <br> The increase came on top of drowth in each of the previo Shares in <br> closed up 4p at 565p as it said it had maintained gross margtos at a "broady similar level to those of the same period last time. <br> This was despite a warning when it launched its autumn/ winter catalogue last summer that price reductions on products might squeeze the gross |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |



## Hodder Headline lifts sales but retains caution




## 

nvestmemer Thesta
20 and

S\&P lowers
Kmart debt to junk bond status and



 Natich Aitimitwidizat




##  <br> 



Rhino to
suffer after
price war

## acquisitions in UK



## Compass chief's 43\% increase






Axa, Generali near to deal on shareholdings



## 

Isetan sues Barney's owners

| By Emiko Terazono in Tokyo and Tony Jackson in New York | information given by Barney's, isetan said. <br> In Tokyo, concerns over threats of legal action by Bax | sitere phoryent: | it may cover the losses hy selling marketable assets. Fronically, the dispute comes when Barney's Japan, a retail |
| :---: | :---: | :---: | :---: |
| an Bar | ney's depressed Isetan's stock |  |  |
|  | $\frac{\text { price }}{\text { Y1410. }}$ Y40, or 14.5 per cent, to | 000. | is posting doublediggit sales |
| Iselan, deepened yesterday |  |  | T |
| a si68m lawsuit from Ise |  |  |  |
| ana against karney's joint | $\begin{aligned} & \text { ledge } \\ & \text { which } \end{aligned}$ |  | self is strugging |
| ert and Cone | more |  |  |
| hers had personally | cand the relationship between |  | itsubishi |
| anteed short-term loans to that | tha two |  | Shum |
| The sult comes in response | Yo |  |  |
|  |  |  | 1980 |
| withdrawn by Isetan from | g's |  |  |
|  | a total of |  | rrafits to Y6.4bn for the year to |
| 11 bankruptey filing was |  |  |  |
| 's | B | Barney'a would thus save | uptur |
|  |  |  | 碞's |
| emergency basis in | New Y | paid | come out winners |
|  |  |  | the |
| He clammed |  |  |  |
| ted on the loans |  |  |  |
|  |  |  |  |
| In Japan at the end | Bamery's claimed that under | pany, said it was reviewme rise |  |
|  |  |  |  |
| evs had been h | It | retailer 's earning |  |
| his ${ }^{\text {coo }}$ | in Manhattan, | In loan |  |
|  |  |  |  |
| cia van der | on the backg | nd to Barney | ifficulties |
| $\begin{aligned} & \text { hereas Holly } \\ & \text { Goligetily headed for } \\ & \text { Tiffany } \\ & \text { whane } \end{aligned}$ | formed itself from an attractive department store seaing to the | he most refined reaches ern taste, a trip to Bar | beauty while outside on the streets those distinctive black |
|  | a cool, airy, hip emporium | Visiting N | d |
|  | artest |  |  |
|  |  |  |  |
|  |  |  |  |
|  | to have imperial dreams - the | incomes were not enough to |  |
|  |  |  |  |
|  | th the Japanese retail | draw |  |
| of taste far | promp Isetan as its partmer it bought some of the most |  |  |
| em | n- |  |  |
|  | hattan (an Madison Avenue at | 8 | It was Truman Capote who |
| when Barner's flied for |  |  |  |
| then Barneys fled for chap. |  |  |  |
| ike most dilsasters, it be | ref |  |  |
|  |  |  |  |
|  |  | tills haralis seemed to ting, the | Perhaps tha trouble with |
| hbourhood department | For anyhody interested in the catting edge of 1990s retail. | are scarce and | Barney's perfect. |
| terest rates | guaranteed to | Ain Competitive |  |
| D I R E | C $\boldsymbol{T}$ S $\mathbf{~ V}$ | is |  |
|  | 0 3 0 3 | 3 3 | $\xi$ |



| FINANCIAL TIMES |  |
| :---: | :---: |
| Number One Southwark 1: +41 171-873 3000 Telex | Bridge. London SE19HL 922186 Fax: +44 171-4075 |
| Saturday January 131996 |  |
| Battino for |  |
| Tony Blair |  |
| A sense of imminent demise hangs heavily over Mr John Major's gouermment, and Baroness That cher's abrasive criticisms this week did In happier times more Tories might have scofted at her assault <br> in which pay restraint is close to be limits of tolerance. Equally ominous. much of the pariamentary Labour party has more in new. Labour's decision-makers are way in front of their own troops. |  |
| on the government's record inon on balarce, the bond and cur-spending and taxation, given thatrency markets may be marginally |  |
|  |  |
| the role of public spending. |  |
| her own party's decline. If opposis. tion leader Mr Tony Blair has any |  |
|  |  |
| worries this weekend. they must |  |
| largel 5 be over his party's readiness for office. |  |
|  |  |
| tainty; and nothing could be a |  |
| government that faces two by |  |
| elections which conld leare it with | ties, on the othe |
| gilts have seemed surprisingly |  |
| $\frac{\text { insouciant over the Tories' plight }}{\text { Perhaps that is a compliment to }}$ |  |
|  |  |
| Mr Blith's efforts at reassurance.A more hard-beaded assesment |  |
|  |  |
| $\begin{aligned} & \text { A more hard-beaded assessment } \\ & \text { would be that the uncertainty } \end{aligned}$ |  |
| 'directionless failure', in Lady | equity bull market has been hailt on an increase in tbe share of |
|  |  |
| think of no new reasons for |  |
| LThe conventional wisdom about ment to the stakeholder concept |  |
|  |  |
| is that Labour is bad for gilts and of |  |
| equities. Mr Blair has done his best to subvert the logic behind |  |
|  |  |
| that supposition, So far he has |  |
| - offered few hostages to fortune |  |
| last week he told Japanese bust |  |
|  |  |
|  |  |
| plined and geared to stability". |  |
| commonications to wire up the cornation's schools, hospitals and |  |
|  |  |
| libraries suggests a man with a could result in lower payouts. somewhat ofthudget vision of the In theory that would scarcely |  |
|  | matter, since the investment of higher retained profits today |
| Deeds, not words $\quad$would lead to higher dividend <br> tomorrow. In practice, actuaries |  |
| Yet it is not just the pature of the leadership that has changed |  |
|  |  |
| since Labour left office in 1979. pe |  |
|  |  |
| departures from Eiscal orthodoxy companies might be called on to is more likely to be administered make blgger contrihutions to their |  |
|  |  |
| by the markets than the Interna. pension fumds |  |
|  |  |
| deeds than words, whether they could be a casualty of Mr Blair's |  |
|  |  |
| Major or Mr Blair. |  |
| For all Mr Blair's protestations,bidthe one certainty abont any futuremarket, whin out of of the equitting the financial |  |
| Labour government on fiscal mat |  |
|  |  |
| even greater pressure over public.sector pay than the Tories. If |  |
|  |  |
|  |  |

Investment inevitably reflects tax advantages

 axpayepsine" wificicb a alows necme or capitsl treatment. May 1 sponse? First, a tax system whicb capital gains creates an
avironment in which taxpayers Investment decisions will, nsulprisingly. rellect tbi Second, and as Lex acknowledga aarebolder is subject to advance orporation tax which gives the
bareholder a matching tax credit ut he misses a key point: that the of such an "imputation" syste
to ensure that only one tier of $t a$ paid on the companys profits, a ee shareholder level and reflectiry reference of tax exempt mining a repayable tax credit in is hardly unexpected. ccompanying report notes, there re ant1-avoidance rules directed particular types of taxpayer. sucb sexempt funds. whicb may in from reclaiming the tax credit.

## Eobert Turnbul

Robert Turnb
KPMG.
Ko Box
P Padole Doek
Pudale Dock,
condon ECS 2PD, UK

## Reformer in a reluctant city

New York's mayor tells Richard Tomkins and Andrew Gowers how his tough policies have reduced crime and unemployment


LETTERS TO THE EDITOR
Number. One Southwark Bridge, London SEI 9H:

Europe's carmakers should be pressing for global unification of emissions

THE SOUND WILL MOVE YOU WHEREVER YOU TAKE IT.
The Bose" Acoustic Wave* music system, the only ching chat's limited is its availability.


Protectionism may need to be reconsidered

From Mr Colitn Hines Str, Martin Whol is correct -Pat
to full emin to hail a empploymentat". January poverty and inequalitivise is be future
for a more competitive US economy His assertion that this can be overcome hy an acceptahle
minimum income to those wt Would then earn low wase wisf
from one fundamental faw from oni fundamental haw. The
increasing ojbinseurity caused by
the the restinctururing ueeded to compete
intermationally is resulting in a internatonally is resulting in a
stowdownin connumer demand in
OECD countries This OECD countries. This will reduce
the tax revenue needed for bis idea the tax revenue needed for his idea
to be put into practice. Automation is now sweeping
throumt manufachuring and
services and enhancing








BUSINESSES FOR SALE

Appear in the Finaniol 1 The Fordays and Saturriays.
For further information ort to advertise in this section

$$
\text { Lesley Surmmer on }+4401718733308
$$

 explores sources of funding available and highlights the specialist help available. For more Information, please contact

Lesley Sumner
Tel: +44 (0) 1718733308 Fax: $\mathbf{+ 4 4 ( 0 ) 1 7 1 8 7 3 3 0 6 4}$


Every day, we help thousands of people like fight Girve-popplewtiteancera fighting chance ICumbe mits dexemots Reon 1 $\frac{\pi}{2}$







?


FINANCIAL TIMES WEEKEND JANUARY 13 IANUUARY 141996

## FT MANAGED FUNDS SERVICE




FINANCXAL TIMES WEEKEND JANUARY 13/JANUARY 141996




Namin

OFFSHORE INSURANGES

## 



ㄴ․․
 2.



N


## Rollercoaster ride leaves Dow lower

FINANCIAL TIMES WEEKEND JANUARY $13 /$ JANUARY 141996
EUROPE

|  |
| :---: |



Latin America MEXICO ciry
early trading, drageated
in early tradings, draged down by
weankens in Trimex The PC
index was off 5.70 or 18 per
cent cent at 2941.57 in volume of Telmax $A$ and $L$ shares yeree
the moroings $h$ hanviest decli-
ners, both losing more thann 2 per cent sasidg more than 2
Disoalers said the market was
alte recent by worrest that
the recent of interest the recented roy worries of interast
trate euts may now have come
to an end
The situation in both SAO
pAlo


Big turnover as Frankfurt registers new high

Domestic growth lifts upbeat Irish equities


## Nikkei falters before weekend holiday





LONDON EQUITIES






FT-SE ACTUARIES INDICES











## LONDON STOCK EXCHANGE: Dealings

䢒
 Rectiowhztion



 just a handfill of seedings make a difference? A WWF - World Wide Fund For Nature ree nursery addresses some of the problems fring people that can force them to chop down tres.

Where hunger or poverty is the undetying cause of deforsation, we can provide fuit tres.

The rillgers of Mugunga, Zaire, for example, eat papaya and mangocs from WWF trees. And rather than hasing to sell dimber to buy odher food, they can now sell the surplus fivit their nursery produces.

Where crees are chopped down for firewood, WWF and the local people can protect them by planing fast-gowing varicies to form a renewble fuel source. This is particularly valuable in the Impenctrable Forest, Ugand3, where indigenous hardwoods ake two hundred years to mature. The Marklumia lotea trees planted by WWWF and local villgeses can be havested within five or six years of planciog.
Where trees are chopped down to be used for construction, as in Panama and Pakistan, we supply other species that are tass-growing and easivy replaced. These tree nurseries are just part of the work we do with the people of the tropica forsts.
WWF sponsoss sudens from developing counnies on an agroforestry course at UPAZ University in Costa Rica, where WWF provides technical adice on growiog regctable and grain crops.

FOR THE SAKE OF THE CHILDREN
WE GAVE THEM A NURSERY.

## En <br> Equities suffer from another bout of nerves

| UK Stock Market Editor <br> Another volatile opening by Wall Street put a sizeable dent in an ear- lier rise in an always fragile lier rise in an always fragile UK equtiy market. Ever-presant <br> US budget deficit wrangle about tbe sistent suggestions that interna. tionsl funds may be in the process and shifting money into the far east and continental Europe, were said in have had an moreasing impact Wall Stre <br> initially moved |
| :---: |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |




| FT-Sti-A Al-Share index |  |  | quity shares tracted <br>  <br>  |
| :---: | :---: | :---: | :---: |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
| 1.780 -.......N. |  |  |  |
| 1,180 $-\cdots-\sqrt{-1}$ |  |  |  |
| $1,740 \times \sqrt{-}$ |  |  |  |
|  |  |  | ${ }_{1095}^{\text {Dec }} \quad \underset{1906}{1906}$ |
| thalcess and ration |  |  | FT-SE 100 Indax |
| F-SE Mid 250 | 2024.6 | +9.3 | Cloang index tor Jan 12..... 3657.3 |
| FT-SEA 350 | 131a.: | +1,8 | Change ever weak .............-47.2 |
| Fr-SEAA Al-Share | 1793.42 | +1,93 | dan 11 ...................... 3654.9 |
| F-SEAPAL-Share y yeld | 3.11 | (3.82) |  |
| Frorethay index | 2720.9 | n/c |  |
| F-SE-A Non Firs pie | 12.62 | (16.61) | Jan 8 ....) |
| Fr.se 100 Fut Mar | 57.0 | +1.0 |  |
| 10 yr Gily y yeld | ${ }^{7,46}$ | 7.49 9 | Low ……....................3665.3 |
| Long gilvecuity ylar raio: | 2.07 |  |  |





|  |
| :---: |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |



|  |
| :---: |
|  |
|  |
| en mimat ma |
| me |
| maxa |
|  |
| and |
| Repinime ber |
| Sid seme |
|  |
| den |
| due to compeititon |
|  |
|  |
| 退 |
| man |
| 边 |
|  |
|  |
|  |
|  |
| destion |
|  |
| deat sixisio |
| mat |
| orer |
| And |
|  |
| put |
|  |
|  |
| and sioct of a two was |
|  |
| for Kwik Save. The share |



|  |  |
| :---: | :---: |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |







| epublican hopefuls | ries |
| :---: | :---: |
| ne up for first battle | Thatcher |
| Patti Waldmeir reports from Iowa on start of race for White House | cri |
| － |  |
|  |  |
|  |  |
|  |  |
|  |  |
| ＇ |  |
|  |  |
|  | maid |
|  |  |
|  |  |
|  |  |
| w Japanese premier snubs |  |
| early general election |  |
| 垵 |  |
| 嬖 | 旡 |
| ） |  |
|  |  |
|  |  |
| \％ |  |
|  | \％emmimit |
| 込 |  |
|  |  |
|  | Mrumiticis |

Spain to cut Repsol holding French insurance shake－up

|  |  |
| :---: | :---: |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
| Europe to |  |
|  |  |
| \％ |  |
|  |  |
|  |  |
| 边 |  |
|  |  |
|  |  |
|  |  |
| \％mixam |  |
|  |  |
| mammanizimix |  |
|  |  |
|  |  |
|  |  |
|  |  |
| Lufthansa |  |
|  |  |



What other PEP offers all this？



 socsurary to produce eomsineanty high PEP parfornance．



Schroders

# Weekend FT 

Getting to the truth behind
the sale of arms to Iraq is a difficult task. Max Wilkinson considers new revelations

O
 O



Bookss The graphic novel
starts to get serious
Perspectives: Russian
film makers wory film makers wory about

audiences \begin{tabular}{c}
Sport Australia catches <br>
Selasitis <br>
<br>
\hline

 $\begin{array}{ll}\text { Travel: Andalusian } \\ \text { fantasies }\end{array} \quad . \quad \mathrm{n}$ 

$\begin{array}{l}\text { How to Spend it } \\
\text { Patrons of the arts }\end{array} \quad$ vin <br>
\hline
\end{tabular}



Sking: The racers' uphill
stuggle:
Markings on a box of mortar bombs, photographed in an Iraqi gun position during the Gulf war, show an illegal export to Iraq from Royal
Ordnance, then owned by the UK govemment Picture taken by Christian James, son of Gerald, while. senving in the Gulf as a soldier

## Dead men don't testify

 e capable of dring nuclear warheads or poison Eas shells barrel was being made by shef. was told thast the tubes were he Belgian compuny name of was to supply the special this gun. He wanted Bull to Condirm whether Brlitioh to set up the ainezsal had heoptped for rraq., the Israeis secrets ser.vice was widely blamed for his
 quite another motive - thatests
Bull kuiew too muct Aty yrime later, hise former deputy prime minister or Belgium.
Andre Cools, was silled by five


 ane people dew wismess Jxp
ane
embitiered man with







 Sport Skulls surphus in - African footbal Food and Drink:
Jancis Robinson on white burgumdy


|  |
| :---: |
|  |  |
|  |  |



Europeans are under
hreeding
themselves into extinctionsel Likes humuns are driven hy the urge
to reproduce their kind No ail reprocuce their kind. No
ath The have their heart in subspecies tin
It has heen predominant., and
behaved so abomunably, dur-
int may be on its way out.
This is true of the grea white tribe in all its nests and
burrows remuured in its contineot of
orign
 some Assian tigers, but wee'l
cone tion 1 suess you sort of kenew cunfirmation. Look at the data
connpilci by the World Bank the latest presentation of "Atlos" for 1996. tucus is headed "total fertility Incus is headed cotal fertility
nate". the number of children
anch each uoman is expected to
hear if sbe has her babies
when the ake specific hirth When the ape-speecinc. birth mirgic figure is two. or there-
abmits. since the parents of

The White Tribe's sunset
Death. It is only nature's way of curbing a dominant species

| each child are thus exactly replaced. | Margaret Thatcher came to power in 1979 the hirth rate | ians left. | in |  |
| :---: | :---: | :---: | :---: | :---: |
| Most European countries | for the 20 to 24 age group was | This is not due to any quirk | this race to self-destruction. | We cannot easily compre |
| score less than two. Italy (1.3) score Spain (1.2) are amons the | half again as high as for | of national character. Human | proe wedted birthin per woman at | an overrunninguences of our planet |
| least fecund. Clearly the | tion may yet be preserved by a |  |  |  |
| Roman Catholic | 30-something baby boom, may | iss | mpulation by a harsb anti- |  |
| Pope and awallow the | We shall believe that w |  |  |  |
| Even Ireland (2.1) is barely |  | (1.5 births per woman), south |  |  |
| above replacement rate | off haviog bah |  | 0 or | - ${ }^{\text {ders }}$ degrades the |
| at 1.3. France 1.7. the |  | early, | Afr" - by abortion, fol | 速 |
| What, you ask, about the ea | earnings on yoods and |  |  | be |
| Russia comes in at 1.5, Poland | vices, which they camot do |  |  |  |
| 1.9, Eungary 1.7... | their cash Iow is used ap | h-mother, | babies left to die in orphan- |  |
|  |  | es in | ages, magnity | Christmas |
| res | ea |  | murderers. but there the |  |
| needis some explanstion. Its | produce a rise in the workload | mysterious | resemblance ends. It lacks the | 20 -yeare plan lea by the UN, to |
| growth of some of its | shall not allow such an incol | ways | $t$ Ivallency it toral fertility | stabilise population |
| Inthnic minority populations | venience to spoil ment call it a blip. |  | rate is down, but only to 3.7 | set out in cairo in |
| be one amon | To | mere 1.7) |  |  |
| minority groups; in the | totals | Clearly, Gaia, the earth- |  |  |
| the same may be true | rate. This |  | rapidly. althoueh not so fist |  |
| Of there are, of course, com- | are not expected | ways. The penalty for becom. | as in Africa and some Middle |  |
|  | births for another quarter of a | sed | It is the hisis fertil |  |
| tries 1 have mentioned the | ceatury. Thus the UK popola- | national extinction |  |  |
| gich women parsura | its inesent |  | Latin America, that leads | and |
| ple, they are now more lil | then fall steadily. The | of B | demographers to project a pos. |  |
| to become mothers in traeir | neotal expectation is | the killing | giobal population of 5.75 |  |
| This alters everything, When | century, one report surgeests, |  | the year 2050. The total ts | ng |




## Skeleton - assemble thyself



Minding Your Own Business / Nicholas Lander

## First, get your goat



Contimued from Page I Royal Ordnance (a subsidiars

 him a about covert deale in which
another arms manufacturer had
meen

 On Gumblers srial m March 1991
On the journey, Jones complained
of boil on the back of his nack of a boil on the back of his necke
A day hater he was im a come
from which he did not recover. The from which he didd wot recover. The
doctor sadd that Jones who was dia-
beetic, had been eareless with his insulin dose James believes other-
wise. At the least, this shows the wise. At the least, this shows the he was then working.
At the time he got to know Jones.


## The peaks and troughs of holidays <br> Turnover of Yorkshire-based Drystone is

 climbing reports Suzanne Askham
## A

 $A$



 potential in isoos because tha mati
ket has scarcold been taped
TPeople are not unsed tot the ideea o










men



 Overseas clients are more amenable to the idea of paying for an organised walking holiday


## Following the trail of weapons and death




embarrassising en andeod of highly
The prosecution collapsed anid emberressime evidence
The prosection onsed amid
polly ontrage. This was calmed






 holes thati are well suite
lyse chemical reactions. Iyse chemical reactions.
on the other hand pharmaceutr
and cal researchers are keen on fatty
spheres called 1 iposomes which can
 But potentaly the mont viluable
applicitios of self essembly are in
microelectronics, where some of the teentraues osed to lo ley down
naposcale components or
finer circuits are reaching their techitical aund finenclial humbtr.



Clive Cookson looks at ways in which scientists are imitating nature's building processes



## But how will it play in Podolsk?

## Russian film makers now have to worry about entertaining an audience - and they don't know how. Lori Cidylo reports

I


 like curious inp io bed mith a fortid offred
of lies
For der For deades, the hideous secrets


 medical crare and special stops shal opened oppend had aluzyy dreamed of
 silent heroes for cleverly inserting
 abandon.
 ple in search of sacred duths il buffs sut ou each otiter And evirards they browed the snow

 those that it had rasised

$\qquad$



## Dispatches / William Barnes <br> Warlord of the Golden Triangle

T
 chisumas - a Thai wisior musuanty depressed al formight Inc to shose off his narcotics free. desf. For the ebenefit of jounnaists or But no one could entice him from his juggle ville on chrsmand eiex
 try jumaind hat hostile Burmese arny tronse. hn whe tuxis, he must hnve been contempplyting the end of lune d





-



 thre
wit
wati
ter
It
that
jua
jung
rele




to Lee lacocca the head of the uS
carmaker CCrysler) and remove
him" Yet, as one western diplomat in
nempo
 doosn"t seem to end the impetus,
desire, need or greed for growing
dinum. Ofium" Others, like the Wa hill tribe -
fierce fivels of Khun Sa who pro
Kince the most raw opium -and jerce the most raw opium - and carteronts Chinese tratifckers, will certainly try to take Mp any slack
left in Ky Khun
Rats Mong Tai A Almy. Rangoon's generals appear unper
turbed that allies such as the Wa turbed that allies such as the Wa
shoold continue to supply the world
with heroin: opium prounction has with heroin oplim production has
climbed from about 30 toct in 1948 thimbed from about 30 tons in 1994
The Burmese junsthths year. The Burmese juwta's priority is
political control, not drug eradica-华 Sa will probably remain aty liberty
in spite of the price on bis head

 mese Jail. Now ha is
in the two Shaneri
buitt in Rangoon...

Truth of the Matter Tip-toe through the treetops
 ingrained in mystine so deeply that it it possibly genetic.
This is the $\boldsymbol{r i s t i n g}$ of hackles at

 ondy lass wekek I spent a pleasurab
day with them day with them


 treetops. LLike the court in Shakespeare's
As You Like it they have escaped trom ordered society into Nature
Life in lis
Forest of Arden has its
charm. Lived here for months, the
Hating
protesters have become at one with their surroundiness They tike to
wear feathers. adopt sonbriquets such as Magpie and amounce
Nomselves by hooting lize owls Not all of them, thongh, are
steeped in rural Iore Stee , my
guide for the day, wazed Iyrical about the nightijars - then
didmitted he did not know what on lomked like.
Brought
 honse thro $\begin{aligned} & \text { ghgoont all the harsh } \\ & \text { weather. Now, the problem is mad. }\end{aligned}$
They scurry into their tree houses at the first sign of tension, seeming as gentle as squirrels
There is mud everywhere
Spring cleaunfe a tre hove can be no joke But of conirs no one are called benders, pressumably bent twigs. They could be nilistaken
for large compost heaps.
Peeris
 could have combosted
 they can be coss, these habltations. Newbury had bent to cillect mo old
oil drum, which could be converted
 bave them
Beside the Lambonm, a
sparkitng brook, tis is difult to
tinink the protesters are not playing think the protesters are not play
at strallous and Amazons This
 conld imazine. But it is ssoollows
and Amazons withe twist They
not take their water trom the not take thenir watarer from the
giveriear stream becase they are

 sctudd ing between the shadows, bat
it toos not convince them thant the
water is pure Thes refer to water is pure They prefer to anturre a hatred of "hem
entirne pmental ene
The protesters live by thetr The protesters live ty thelr
myths. Many are pazans. They
not much thterested in other eople's views. Unlike the ammal rights lobby
bowever, they have no
namancial Scurrying into theit tree housses
 habitat they share. At Pxie Camp (Ves, that is what保 a cup of tea. just as her mother called. The tea never appeared. but
I aproceiated the ofter. Wa passed
another gitl on the way to Kennet nother girl on the way to E Ennet
Camps swingtig a hamster cage It was empty, the occurpa Close to, the protesters may lons exind. Those tree hooses a long way up, and the strands
cope that limk them none too secure. Heaven knows what their
cundels are like. These days, the
countrysidid forme the strange of the alliances, While 1 wras attempting
ansuccessfall, to clamber into seehousse/ the Vme loamber Craven Hunt cond be heard corsing a meadow hert to the wood One day,
societer will have torethmik is
atticte toward the motor car. The protesters do not have ant the
answers, but $I$ have haff a mind
 Clive Aslet
Clive Aslet is editior of Country Liqu

## Football in Africa The plum that is ready to be picked

John Perlman on a tournament that will highlight Africa's progress T Tx
 verted rugby fifld
AAfica, wearimg ash
has pait for biselt






 for playing kitatac
fond ant
other ckot. Other comintries conld have
done
toualth a

 affori to play, Kanya which
Fwas supposed to host he he
mals, amnoumced that, in spite
 che stadioms ready.
So Sonth Aftic So Sonth Arfica, wht
helpel lauch the
Nattons
lap




 Thisbere

 prodnce world-class players.
Bnt what about world-class
teems? teamss?
The im
yes, of con
 Cup quarter fine 1990 Warlid the semi-imals, Bat zunediate answers can be misleading Assessments of
Atrican football have often sion In the past toncossecen
matronised Altican foothail were made to pay for It Cer
many beaten by Ageria the
1982 World Cup. Portuagal
 With those surprise results.

This has been a rotten sea
son for American fotionil
in both the protessiona

 sion now that the nation has been denied its constitutional right to
watching Jerysinice the record.
breaking breaking receiver of thee San Fran beyond number in the super
at the end of the month
The National Foothall Le
 ity
to star players, and the galloping
villine
 best $t$ financial inceantives beckon.
Thus, Cleveland to
toltimore, Howe
 One owner, Jerry Jones of the Dailas Cowbovs, even cocked a saook by siening deals with commuer cial sponsors such as Nome thai in menchandiss, as well as players Thently. games's college version, so
 pakeely than ever far what it ha


## Tennis / John Barrett Outbreak of Selesitis



Bproprite Me Cowos, yer为

 Smin


 Jubiter nisis pation Mizion ino











American Football

## more downs than ups

Jurek Martin says the game has much to do to redeem itsel


San Francisco versus Dallas in November was the season's pièce de résistance name journeymen, under a mitherto
forgetatale quartebtack named $J$ Jim Hathaugh, squeaked into the play.
ofts or
ont the last das of the regular Then. lackiog the injured Marshall Faulk, , superior rumning
shey




 pronornac

TRAVEL/OUTDOORS

T





 Sme last Nidian Jonses Irov. The









 to beas ditiomt



U
 help with inis ski
preparation,
Gra
ritain's only



 sponsorstidy from US Robotice
achicagi mmodem company
with a Britisb base at Requin with a britisb base at Reading
that gave him a chance of coma nat Eave him a chance of come
peting seriously this weekend
Yet his Yet his rivals from Austria,
Switterland and Francusleep
soundly in the Knowledge that soundid in the knowledge thal
their serricemen are up before
dawn getting the skisis into per dawn getting the sisis into per-
feet condition for the conmer
British shid racers have to fight in so many respects. Sportic souci fany respectis.
Sritish Ski Federation for the British Ski Federation, which
has overall responsibilyt for
racing in the Th will

 Nagano. Japanies are hetd in Thils is surprising, as ski
tourism has an anmual turn vere of more than smonom torn the
UK. it is well natronised. by Yoyalty. and skiling was paio
nerted
nastish racing clubs. suort as as Be Kandahar. Thas, such
The old
hpearket tamage is now over upparket inage is now over-
laid by the 750000 people who
ski annualy. This expansion into the mid
die market has made the more
sensitive to the general poont sensitive to the general econ-
omys, however. It has
Luffered rom the long haul out of reces
ion, currency fluctuations, nd polltical measures such as put restraints on adventure
holidays - in the 19805 . 500,000 children went skiing with their Furthermore, there have
 nhd holiday skiing scledculues.
What other sport has its World happionships merett away, as Interim figures from Crysta rituin's bigzest stilin operator, beetween twround sasson will per of down on last yerts total urcs, it the holiday market has crasnable bealth. Yet the
routh of skiing in the 1800
rought few lasting beneifits rought few lastivg benemit. Allugether, 63 companies sport, worth about $\varepsilon$ s300,000. any. which used to provide sen repoliced oypic performance

W
 che garien nowa-
days and mid.
a good time to obserre it. The leaves are outt
of the way , fud the changeable upbt does few farous to those
plams whicb are distinctive. Backbone does not have to
be evertrien; a skeleton can be he everymen; a skeleton nean be as effective. But it does need to or of extraordimary
of the fast two years.
Lont 3 ano , my yeye Lonn ya, my eye it on the oubt if 1 will have exhausted. They are a airst choice as backbunt hy the sequences of
blid hitht frost ind torential
drat rin whicb bas been thrown at
them.
In wintur, the temptation is to head first for the fowering
ewerriecns. The moost familiar
is the most ucly, the commoan

## A dead city alive with tourists



visitors going there


It seemed perfectly true. Petra
ntthralled me. and I spent three
lays hivdng about tis terrain, along hhe way coming across peopole quite
as curious as the ancient Nabatae
curious as the ancient Nabatae In the Uñ tombl stood listening mity singing "The Red Rock". a
 ing a clandestine visit bere vears
ago. Back once akain this time
legany. the Irraelis are tickled as




 Sun Arab head-dress and mount
Euryling chemels thet that they
vere already wearing protective white elready wearing prrotective
stop the usuan facemasts dit not
unirine of mutually amining photos. On renlection I can see that the
ndiana Joneeses of the world have
nothing to fear in the future If
 will take up a frest challenge -
adventure-sociology. the study of
tourists wbo visit diead eitites.



## The ski racers' struggle

John Samuel asks why UK competitors benefited little from the growing holiday market





## Mountains red and white

Arnie Wilson enjoys early-season skiing in British Columbia
 ficiove ,


$\qquad$
 runs sure open ont there. Al in
stugle piece of the monntain
we mant ski. we com trivi
 low. We are not tiity or pil
tecch We don't want onet too
bie too miokly bie too quickly and go bang.
We are quamt smaul and new,
but were tartiong to grow.t.



 Apex is sumisg the provincial
government for $\$ \$ 125 m$
osses cansed hy the Indian



 In many ways the highlight
of our tour was sum Peaks.





 coach
WW have
Wake
around
cainly hepp
 Nancy learat to aki at Red
When she was srowing at at
Thearby townof Rossland.
Then, skat Petersen rang to Then near ske
tell me he
 thought I was mad. "Why are
you leavige The snow is all
here," she asked.
tal choice
Some dismiss them as bare
nd twigey The twids inv. I cannot a argree. est to the bare branchess and It is important, however, to

## The skeletons that provide backbone








 is wot short of sii Hafted on trade has base
been
gitas much more
 lessly cut out whenever their
Tough Ieaves and coarse, rather
orange stems pive them The strams sinve them away.
Teed upatis supposed to
 winter $\begin{aligned} & \text { wile } \\ & \text { of where } \\ & \text { trunk or } \\ & \text { ro }\end{aligned}$


TRAVEL

## Andalusian fantasies: the old and the new

## Paul Betts visits a retreat fit for the famous in unspoilt countryside

RR





 constructed not so so mucab
hotel but recreated a M Morist
village called la Bobadilas. vilage called "la Bobadiila"
It it 2 retraat
and King Juan Cartos of Spain has stayed here: so has Helimut
Koh, Wili Brandt Malcolm
Forhes, Tom Cruise and a
 in search of peace and privacy
The hotel's 60 rooms and
sites suites are h hage, all different.
and with highty original bath.
rooms, and all with bncolic vioms, and all with bncolic
views It has its own
with an organ with 1,559 pirches with an organ with 1,359 pipes.
There are Mioorich colonnades
and water trickling every. where from small sountain-
and little chamnels. The swimming pool is is be sizz of f 1 lake.
Like the great Alhambra pal Like the great Alhambra pal-
ace
Staab's Granada whicicin inspired
evicurean inion, everything is over the top, someone calling himself el
Princtipe pratses
Staab for transforming water itaab for
just as the Arab king
did five
 Eut Staab's dream has
turaed soir. For the past few
months the German enter months the German encineer
 Byzantitede in compleactial saga of
its fututure
 late drink "I Thilit this because
I anways wanted to own h hotel
and the ed wae was that it should
pay for Itselff. But then I was and the ldea was that it should


HOTELS

$\square$

FINANCIAL TIMES WEEKEND JANUARY 13/JANUARY 141996


3 majestic rivers 3 Rend id val er




$\qquad$


TRAVEL BROCHURE GUIDE
ORDER FORM
Please tick the appropriate box for the travel brochures you would like to receive, enter your own name and address and then sod or fax this coupon to the address shown. Replies must be received no later than
14 February 1996. 1.Norwegian Tourist Board $\begin{array}{llll}\text { 2. Midas Barlefield Tours } & 0 & \text { 12. P\&O Cruises } & \square \\ \text { 3. Unicorn Holidays - Bes italia } \\ & \square & \text { 口 22. Fred Olson }\end{array}$
 5. Marco Polo Experience 6.Errostar 7. Leisure Estates International 8. Palmer \& Parker 10. Explore Worldwide WEEKEND FT 1996 TRAVEL BROCHURE SERVICE

 informed of FT products and by other selected registered under the Data Protection Act 1984 ,
Financial Times, Number One Southwark Bridge, London SEI 9HL. Please tick this box if you do


## How to be a contemporary patron of the arts

Forget the hallowed portals of stuffy galleries, says Lucia van der Post. The modern way to buy is much more informal


F



 $\underset{\substack{\text { alroad. } \\ \text { Rut it }}}{\text { and }}$






Jilly Cooper, writer

L





 yen cathoicic - -h ound a "supposed. Corot. Rembrandt and finding near-mise incturs 1 boust ou my own was when Idrank too much at a party and bought a Betty Lsman for cibs at that time it was When I sobered up 1 didn't know
bow I was going to surrive untul m next pay cheque came through Bratby paianted me very early on
when was on The Sunday Thmes when I was on The Sundyy Theses
and Ive almays loved that porrrit. We now buy quite a hot of art
though never anything abstract.

Tve got a Sue Mcearney Suape
that Iote and when I bought a
 children I bonzata a feu thangs for
that - little sickert from thine
Art Societ was a Art Soclevel was a great treat and Then I L Lise piechard Eurich's
work, in marticular we have a
 yhich is :ondeffill I bus quite a lo
 sometting that t imipht like. I als
lowe Sargyman wbose work Tve Bousht from tre Cadogan
Cootemporary Gailery. A partirular favivery. is a pirture
by Sir Willizm Nicholson of one of br is Nillianm Nicholsen of one of
Sir winston Churchill's grandchildrean in a a omfield which se bought from the Jonathan Clark
zallere: By now our :alls are zaliery By now our walls are
porke - weve even ont pitcures on
be taratory ceiling-but ibe livatory celing - but I Iexpect
weil go on buying. F ; much more meit goon buying, It's mueth mo
funt than stocks and shares.

Jeremy Isaacs, general director of the Royal Opera House



Miriam Stoppard, businesswoman


## Lynn Barber, journalist



 1



## IMPOTENCE

 CAH BE TREATED PAFHIESSLY hecent medical advances now enable orver specialist För deteans telephone: 0171-637 2018

Nams

 broueght along another one whicb
she said we ould have as well so
now we tave three now we have three
She was wonderfuly generous not 5 ust in ivining us another
painting - but also with her painting - but also with her
knowledge and experience. She toid us that we should go and
look at work by other modern low at work by other modern
painters such
Howard Parick Heron
 experience. In a terribly yeducative
beininning to udderstand abstract beginning to understand abstract
art tat last Il love these paintings - they are
the first thing you see as sou come the first thing you see as you come glamorous and give the whole roon
alifiti g get more plasurefor
those pictures than anything else 1 own
96 shall definitely be going to Art
96 this year - Tm mow hooked
 spent wed inst
nouried
now owo any interest is abstract art before.
triey were give sall but in
inceribly vibrant ecolours with nannew wan
artists.
mizch caxter printris - what you
but David, my busband ouse clutter. altways said that if ever we got any
maney we wouid buy paintings maney we wouid buy paintings
David hass done
his life dire and has a very good eye.
 tearcher Jrame Coilier and a lot of
prints from Caris OTr. who teach


 1 went to the Contemporary A Earmund Fairfaxa Loocr that
thought might interest my


 I was stagerea because f had
ever meard of her and he had
nowo
nhy interest is mant want to buy work by fiving
bists.













## I








Wine

## Buy more - but drink it very slowly <br> Jancis Robinson wams of the the perils of choosing the very varied whites of burgundy

##  





#### Abstract

  and    䢒    ait mixitwiuit  


 Meat/Giles MacDonogh

## Why the image of British beef must be restored

While we progressed around the aram. the stockman enppained tom one
thy it was that the Anpus was such
 It the hardy black polled (hornless ntule of thic north east or seotan
chicb began thith the decline of droving. Befor nuth to the hip urban markets and
he long hard ruad had more influnce on the the meat

 "hobby
able.
Scotlan





## Belgian beer <br> A monk's life has its

## consolations





## Book Review/ Nicholas Lander <br> A great culinary life

 Irelhand daring the syas andrititing shilimg cookery for
or







mbsorna offreer rould deccid Soyer reorreanised the arays cooking pateers
utilising the newly
and
 Triensed, Cholet. in in orriere Which when recongstitated
snbstituted for the tresh Althougb bard hread was
widely available it was uselese
for the maity for the majority of soldier
whose gums had been affiectel by scrury. Soyer produced
breadd biscuit
which would geep and was palatahle.
At the front
foyer At the front So yer con
tracted fever that lede to hic
death Soayer aged 48. Had he hived
undouve further transormed the
hictorian diet Victorian dieet But one is the fit
wondering just how much
 atars. Wbat would he bave
achieved or coum hunicated
with compurters, faxes, televiwith compurters, faxes, televi
sion and the panoly sion and the panoply of mood
ern technology at his disposall?

## Scenic - but beware of traffic noise

Gerald Cadogan looks at homes near the M40 corridor


HAMILTON BROOKS
TUDOR STREET LONDON EC4



ARTESIAN ESTATES
 sin


INTERNATIONAL PROPERTY



## Above or below: how to cross the Channel



## ARTS

WNow


## Carrasco, the gypsy heart

## mare enjoyable: a display of azmen which has not been maddened by delusions of notable dancerr Mane Manela Carrasco and Jose Fernande? and a splendld singer, Susi: Fernande. has all that pyschic oncentration and passion to dive the rhythms along that we hope for in gypsy dance <br> |  |
| :---: |
|  |  | <br>   <br> Clement Crisp

W W룰
 with grouirac are nor taken in?
The thought is prompted by $L n$
Comititee, a time honoured Sunday-nilint treat which ofteel
somps polisiciass silk ing part
diffrences to thrust and prob


## Radio/Martin Hoyle Speaking up in public



## Feast, famine and matters of interest

Antony Thorncroft on the Arts Council's dilemma

|  |  |  |
| :---: | :---: | :---: |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  | well as the soul? |
|  |  |  |
|  |  | , |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
| some possible get outs on the inexorable law that lottery |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |


three the odd wobly anah
tame to ante the sroups one
serions

 andige in intossenive
 and to prove his professional










The London Contemporary Art Fair The Business Design



ARTS

## A black mark for the Tate

The paintings speak for themselves without pseudo-social polemics,

Prites William Packer











 ing as historici mand fanderad
 sbows an elegant party at
cards. while a black page

 that houseboldar, as strougt the anything nausual Colour does
 vants appear as sinentst shadowy

 arens, that pets by deffition



Television/Christopher Dunkley Post mortem on the Gulf



 are presenting an impress
Eroup of loan exhibitions.
The . F . Cody Archive, to The S.F. cody Archive. to be
sold on JJunury is is hirst
of Sotheby's loan eshibitions.


## Open house at the salerooms

When the gavels are silent, the show goes on. Our critics report



$$
\begin{aligned}
& \text { 5 500 }
\end{aligned}
$$


 $\qquad$ Colin Amery



G
 new play commissioned of trom
Simen Bent Simon Bent His last one, Bad
Companyun was set among ina-
cents in Scarborough; the cents in Scarbbrough; the
lonals of Coldhuverk Rood are aa
weirder crew. Feckless and mostly unsavoury.
Amosit nothing bappens.
though it is ammsing while it
 people. Faul, an ex-coacb. middle agged Rinther for for lusty
drive and lecber, has lately become convinced that his end
in $\begin{aligned} & \text { nigh, and has sen nit to } \\ & \text { reveal to } \\ & \text { Reg and colin that be }\end{aligned}$
stoutly denies. Being mother-
less.they
mane now in semi-permanent residance. boping to
inherit something - the latat at
 middeleaged Reg, who
a to invite swatlug.
Reg is constantly in
Rith a constiantidy in and out,
hatours he is cienionsly whose
sbare with the lads. One to

Theatre/David Murray
Life in Goldhawk Road



## Father, interrogator and murderer of the people <br> Logic was not the KGB's strong point. Arkady Ostrovsky looks into the archives






## Last great classicist

## Brian Sewell reviews Ingres

|  |
| :---: |
| INGRES by Georges Vigne <br>  |
| forms bold abstractinns from the antique Classic sonth. der, usurpation and uncequited, lnve from an ancient past, come to haunt the poet, self a distant and Ingres competes with nightmare |
|  |
| Hanoverian descent), must wel. 50 much study from the life - |
| ish, a picture requires far more |
| young urator of the masee nerres fives us in what his |

T



(*)


## Magic that grew into science

$\qquad$



| rayling on the fascinating role played by magical instruments in scientific inquiry |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | colh-ah! kind, and its practitio ners used trick mirrors, mag- | not a systematic investigator, but nevertheles demonstrated the variety of effects that hid | The same is tue of the mainc lantern an enter taidit | which be betigeved living ducks.and dmeded anditure. |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  | den |
|  |  |  | Trimana arit televidion |  |
|  |  |  | scope, wich entertriind by |  |
|  | horologist Atharive madinus map |  |  |  |
|  |  |  | sional pictures, but which came to neveal much bobut the came to ryeal much about the |  |
|  | netic clocks that seemed to be powered by sumilower seeds, or |  | nature and functioning of |  |
|  | part a contribution to the eir |  | tre of atomatit ike Jecarqea |  |
|  |  |  | dick which ate and digested |  |
|  | gand |  | onlookers but which vaucan-son hoped would inustrate the |  |
|  |  |  |  |  |
|  |  |  |  |  |

gathered
numand
nuis surg
turse
His sigzest to the autbers. chaing the bistory of simeder-


## Fiction/Miranda Seymour

## A Faustian portrait of Paris

 story of a Prench poisoner








the hapless assasssln, Damiens,
as when he is ntricacies of the Encrscylopenedie



## hoosses of the neighbourhoo lust as ciearly as the ting

 asils chicarly bring the the thilos opher's mibrarty before usp thilosmeticuloushy arranged books meticulously arranged books,
the fishbone pipe given hy jor
athan Switt, the athan Switt, the paper-kive
of 7 oledo steel, the freahly cut goose quund pers, the booming Eireplace.
Fhasero watches the
child prodigr Mozrt playing

${ }^{2}$ ar real as the sthed selons of of the section in of alt, pertrasss, if

 ments.
There are
scenes
daws. The love







Build for the future
$\qquad$

Most entiroumen
sut
butrectares ive
depresing birst.entessine
the
fir





 ancrontent bispla
an
and babut He stars by sugeecting tha








|  |
| :---: |
|  |  |
|  |  |
|  |  |





 Amerisa too the ijlesal dump.
 He arsues that architect

and desigers save a duty to | din eversthing they can |
| :--- |
| improve the situation rathe |


 cites is ise dection to plac
two buididinss with reneetin


 lems. On is ithat of the
Engish sheep tarmers
Ebo




 Cailionian car firms seit self
 cheering experience.
exymporin son positive
examper Papanek veaves ithe examples. Papaneek Leares the
teader with the reassuring feel
 Af heplifigseses Rawsthorn
.



## Well rooted in time and place

Ann Geneva reviews two historical reconstructions of life in 14th and 17th-century France


When Queen Victoria let her hair down

The British and the
Swiss may neither
love nor understand love nor understand
each olter. but they
 the Soctisi
will
rintid
interlaken the Britsh at play is undyoid.
ahle. The same could be said of
ahe Alpina
 British Pozal Ianilly.
 H"s link with "the Garden of
England" is long and peculiar. At first sight Victoria's month-
long holdidy in Lucerne in Is66
 atyear reign bound up with
imperial affairs of state. In
fact. it was $a$ turning point. Aoter seven yaers of mouruing
for her beloved Albert, marked or her beioved Albert. marked
by increanky withdrawal from
public life, she emerged ready
 tourism in Switzorland were
well etahlished bythe time of
victoria's sisit. Previewing the poyal trip. The Times reported English peopie of all ases pass
over certain well-known racks, and delight their eyes
with the most liorious formoo
nountann.
 their beauty and finme

$\qquad$


ance the legacy nf suffering further billinings if the labscess
is not lanced."
After thati money. He says
that a modicum of economic
 pain, esperially iflieving the cash was
osed frist and foremost to belp diversify an agriecultural econ-
omy that is croking within its omy that is chooking
own structural limits
But But Prunier has no serious
bope that justice or cask rill
be araibble. and believes hhat
"death will return". The rea-
son that neither jnstice nor
 ocked African country
ont strategic or eccnom
interest. populated hy blact




## A graphic depiction of ghetto-street life



Frieda's story by Lady C T his fashion for
sequels: where will it
end? Yo might think
a sequel to Lady Char ceriv's Llover is oing too far.
hutr Elaine eeinstein handes it with dignity and erace, amaking
耳hat happened alterwards
delicately acid love story with delicately acid love story with
poititial depth. One of her
other books is a biography of D.H. Lawrence's relationships
with women. Here she uses
Lawrence's intimacy with Frieda ot carry on the pulse of
his most ammus novel This is
Frieda's love story. projected on to ady C
Lady Lady Chatterly, leaves her
husband, , ives wwito Melliors
They go to tray. enter rural
life inco ine incognito, have mone
troubles. Thing are woderful
for a winile then jifficilutt: the for a whinee then aidffccult: th
very dificult and cold.
ments, cruetties. seanal disa polmtrment, violence and sham
creep in He gets Th she find
a lover. He dies on the eve
the

 One departure from the true
life Lawance and $\begin{aligned} & \text { Frieda story } \\ & \text { is a a auabhter - who resents } \\ & \text { her }\end{aligned}$
 appointment in her. yet is rec.
onciled to her at the en. Fein.
stemic creates a a umana image of LADY CHATTERLYSS
CONFESION
by Elaine Feinstein by Elaine Feinstein
Macmilun Elo.s. 314 puges the lasting goo
from that love Most of Feinstein'a nove
have 20th-entury
Jews at their centrepe Thrope


 response to it He is hater disisi
fusioned hy the rlsing poitical
violence, which paralles the rising , whincence paraliels the
nie's) in hisl his own home. Con-


which, in spite orent place
German Jeming who fled the
Nazis, hecomes the sanest
country in a worrid preparing
to go mad
The novel is ently writenn
in Connde's poice. with spare in Connde's
heantice. with spare
hatilul descriptions of Tuscan seasons filled w
colour sand $\begin{aligned} & \text { Interesting od } \\ & \text { smells. } \\ & \text { Connie's pain }\end{aligned}$ smeills. Connie's pain
generous anatomy of what
goes wrong in her relations
 understand: for shes lives
entirely through love and The m
freedom for
foren

 cannot help different pepople
understand each other's needs.


## I

 James Morgan
## Mitterrand: Bulgaria's national hero

The man that was France poses more questions than answers

## I $t$ has been an impossible week for those thio follow the dic tum de mortuis nil nis bonum One cannot speak of Francois Mitterrand and not at some time speak in of the dead speak il in <br> Among my rrench a aquaintances  common. But as Alain Peyrefitte, formmer Gaulist minister. Le Frote inaro. this is not the time for former Gaullist minister. Wrote in Le Figarouthis in iot he time for polemics since Mitterrand "woas Frame for  





Private View/Christian Tyler
A life spent worrying over the world's problems

L

 losithis voice end nuike the sorld leader who


 midituty betiter ampte



 neini nuilear rodition Apion

















T
 hill be pint ins. sidut
lation tie wrier were nomen:
 whits stimhed acress the place
 Engisis, nearailisis



 selise a the ing itcorintitu

$\qquad$











 must take responsibility for their work








 Encounters / Christina Lamb

## The proud toy-makers of Europe

rersation with some of the women.
How hax such an idez started in
such a poor. Dut of the wap pion semured so hizare, ton-making in a illage where the said ihe in local
school had closed because there
were no were no more children.
Thes told us that the project was
the brain the brainware of some nebulous
bodyy allled "he El" which the
clearly did cloarly did not understand hux
described in reverent tones as some thing heween missioneries and
social workers.
-They They came here one dya." said
one of the women -a eroup of or
eign people in suits looking eign people in suits looking of for men
to train with useful skills. The men
 tors looked so dispppointed we said
they could train us.
-They came every week and







scrambling for hreath as we hurtled
up and down the hills of ivsbon $H$. up and down the hills of Lisbon He
thought this was so funn bhat he
told the driver or the car next to us
 had said. "They"l be making us try
to queue in stralght lines nest." he
said said restaurant owner acted siml-
larly when I asked bim it A restaurant owner acted siml-
larly when I asked him if be knew
that serving wwe from terracotta that serving wine from terracoctal
juse and cooking in terracota pots
were outlawed by the EU. were outhaved by the EU.
LIt them
saing that," coming in here and
caid, rubbing his hangs. wl will introduce tubbing his into
ma ditle epigroter stew." (He is a
large man
 heing on the edge of Eing tope do with
Portuguese theadiastly refuse to get
agituted bs EU directives. agitated by EU dirrectives.
I have set to meet one citizen - in particular bet tutcheets, one citizen-
chio insist
cuting ap animals in a difere cutting ap animals in a differen
way to any other country fo th
universe - who does not treat thb of Lexis Crussells in the manner
of Lea asked
white Queen of Lemis Carroll's white
when asked to betieve isi
ble thing before breakest


WEEKEND INVESTOR


"







In the Pink

## Rise in 'thinking power' provides food for thought <br> Semiconductors might be the road to riches, says John Train. It

 is an industry that doubles in size every five years

## MULTIMEDIA <br> Who will be the winners? <br> FT

22 \& 23 March 1996
Hotel Inter • Continental, Seoul, South Korea
Multimedia is set to be one of the major growth industries of the next decade-but where will that growth take place? Increasingly the focus is turning to Asia, with its concentration of technological expertise and a young ambitious population, eager for entertainment and information. Now, as many Asian countries install state-of-the-art infrastructure systems, they cound the leaders in multimedia development and usage? Which companies will be the winners? What role will China play? These and other questions will be addressed at the Financial Times Multimedia Conference in Korea, in association with the publishers of the leading Korean financial daily, Maeil Business Newspaper and TV.
Topics include:
$\star$ South East Asia's role in the growth of multi-media

* Will Asian countries leap-frog the West and jump to the forefront of multimedia development?
$\star$ Financing infrastructure developments
$\star$ Will trade barriers impede the growth of Asian multimedia suppliers?
$\star$ Multimedia in China: tiger or paper tiger?
$\star$ Who will be the winners in the multimedia revolution?

| Supported b: | FT CONFERENCES <br> in assocition with | official Carrier: |
| :---: | :---: | :---: |
| LGSemicon Cozlud | ee ${ }^{\text {M, }}$ | $\theta$ Lufthansa |
|  | The Maeil Business Newspaper and TV |  |

The Maeil Business Newspaper and TV

Please complete and reuurn to: FT Conferences. 102 -108 Clerkenwell Road, London ECIM SSA. UK
Tel: ( +44 ) 1718181970 Fax: $(+44)$ I71 873 3969/3975



MrManMADTVOURET

Strine


Adtes




.





## Weekend Investor

Wall Street
Gloom for the gadget and gizmo sellers
Maggie Urry wonders how the technology sector will make its future profits


## ?

Barry Riley
Fat cats and money machines
Is the final salary pensions bonanza coming to an end?



$$
\begin{aligned}
& \begin{array}{l}
\text { schemes These are less } \\
\text { predictabil for emplosees. } \\
\text { who bear }
\end{array} \\
& \begin{array}{l}
\text { who bear all the investment } \\
\text { risk - but. at the same time. }
\end{array} \\
& \begin{array}{l}
\text { risk - but at the same time. } \\
\text { they } \\
\text { tou } \\
\text { are } \\
\text { farer beceause what }
\end{array} \\
& \begin{array}{l}
\text { you gel out is linked directly } \\
\text { to what you put ina wand when. } \\
\text { The higner threat to }
\end{array} \\
& \begin{array}{l}
\text { The higer thrinat and winhen } \\
\text { salary shbeme could in fact, } \\
\text { come from a }
\end{array} \\
& \begin{array}{l}
\text { salaryschemes couldid in fact } \\
\text { come etrom a quit difrent } \\
\text { direction - the controversial }
\end{array} \\
& \text { These schemes } \\
& \text { effort, shifted } \\
& \text { wealth from } \\
& \text { the lower-paid } \\
& \text { to the rich } \\
& \begin{array}{l}
\text { Greenbury committee last } \\
\text { yeart that the rue pension } \\
\text { eosts of latecareer pay rises }
\end{array} \\
& \begin{array}{l}
\text { costst of late-career pay rises } \\
\text { for directors shoudd be } \\
\text { disclosed. in reecent years }
\end{array} \\
& \text { disclosed. in recent years, } \\
& \begin{array}{l}
\text { bosces pay has been rising } \\
\text { twice as rast as that of the } \\
\text { work안 }
\end{array} \\
& \begin{array}{c}
\text { workifires as a a while. } \\
\text { Mlorevere in final }
\end{array} \\
& \begin{array}{l}
\text { Mlareover. in final salary } \\
\text { schumes the benefits bear } \\
\text { bittle direct relationshin to }
\end{array} \\
& \begin{array}{l}
\text { liftle direct relationship to } \\
\text { contrinutions maade hy for for }
\end{array} \\
& \begin{array}{l}
\text { contrinutions made hy for for) } \\
\text { individuals. This applies }
\end{array} \\
& \begin{array}{l}
\text { especialls to benefís accrued } \\
\text { near retirement }
\end{array} \\
& \begin{array}{l}
\text { Fur rouncurstieme members. } \\
\text { the contributions have many }
\end{array} \\
& \begin{array}{l}
\text { the contributions have many } \\
\text { years to earn investment }
\end{array} \\
& \begin{array}{l}
\text { reaturs, so the cost is low. For } \\
\text { members near retirement. } \\
\text { howererer, here is it ittle time }
\end{array}
\end{aligned}
$$

| made and. thus, the cost of the benefts is much higher. | r. But this ifiure |
| :---: | :---: |
|  |  |
|  |  |
| an |  |
| important - but iltte |  |
|  |  |
|  | out |
| in | also are |
| to survive in employment to a |  |
|  |  |
|  |  |
| ld |  |
|  |  |
| Until now, directors have | final three years of |
|  |  |
|  |  |
| true in |  |
| 右 |  |
| utive, and his salary | time soon, shareholders will |
| goes up from 5330.000 to |  |
|  |  |
|  |  |
|  |  |
|  |  |
| , tb | could be more like 100 per |
| disclosable cost may be nil | cent than 10 p |
|  |  |
|  |  |
|  |  |
|  | miracues in recent years. |
| all members of the scheme | paying pensions without |
|  |  |
| sctuaries pablished a reat |  |
|  | effortless |
|  |  |
|  | rich At the same time, to be |
| elusive concept, but | 促 |
| committee has phumped for | pensions to muilions of people. |
|  | But the may ber ruaning ont |
| of a director's penston |  |

## Footsie rides the storm

Its performance was not good but it was not a rout, says Philip Coggan




Offshore managed funds and UK managed funds are listed in Section One


[^0]:     THE THE FINANCLAL TIMES LIMITED 1996 No 32,881 Week ${ }^{\text {No } 2} 2$

